

Public Transport Tendering in the Amsterdam region

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David Aulman | senior projectmanager Public Transport Contracting, Vervoerregio Amsterdam

Regional Public Transport in the Netherlands

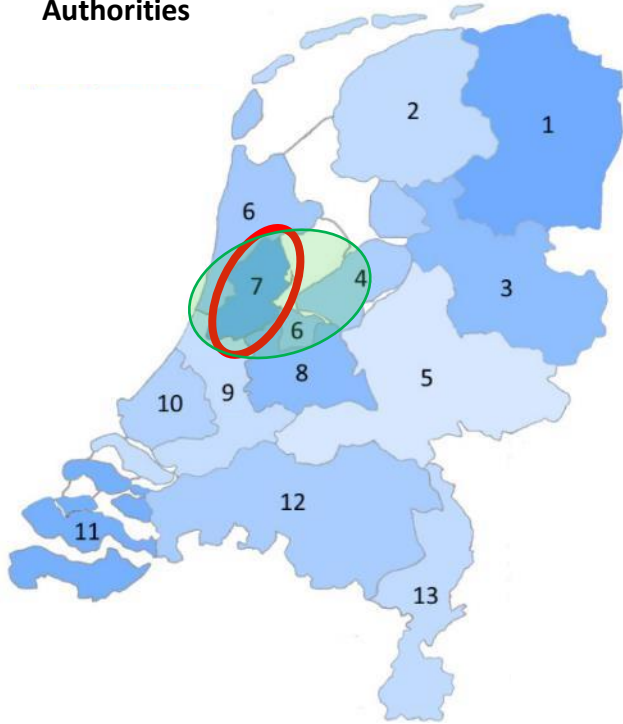
- Public Transportation Act (2001)
- Decentralisation: 19 Public Transport Authorities (now: 13)
- Mandatory tendering without negotiation
 - exception for the 4 big cities → possibility of Direct Awarding to an “internal operator”
- Concession-system: no competition ‘on the road’
- Maximum concession term: 10 years (15 for rail)
- Main goals of legislation:
 - Increase of ridership / revenues
 - Increase of efficiency
 - Reduction of political influence



From 2010: national E-ticketing system for all PT

Vervoerregio Amsterdam Concessions

Authorities







13 regional PTA's

No 7 = Vervoerregio Amsterdam
(green area = Amsterdam Metropole Region)

15 municipalities, 1.6 M inhabitants, Budget: € 400 M, PT Revenues: € 480 M (/year)

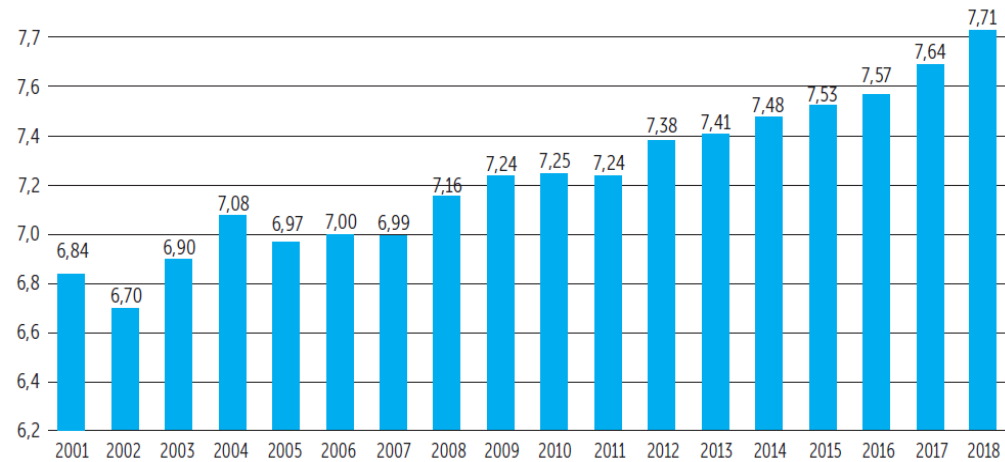


Concession	Modalities	Duration	Operator (PTO)
Amsterdam	Bus / Tram / Metro (220 / 200 / 90)	2024	
Zaanstreek*	Bus (60)	2021	
Waterland*	Bus (200)	2021	
Amstelland-Meerlanden	Bus (250)	2027	

- PTA creates a Program of Requirements (PoR), after extensive consultation process
- PTA translates PoR into detailed tender specifications, including the award system
- PTA Publishes the tender following the European procedure
- Interested operators can ask questions about the tender documents
- Interested operators hand in their bids
- The operator with the “Most Economically Advantageous Offer” wins the tender
- The concession is awarded to the winner

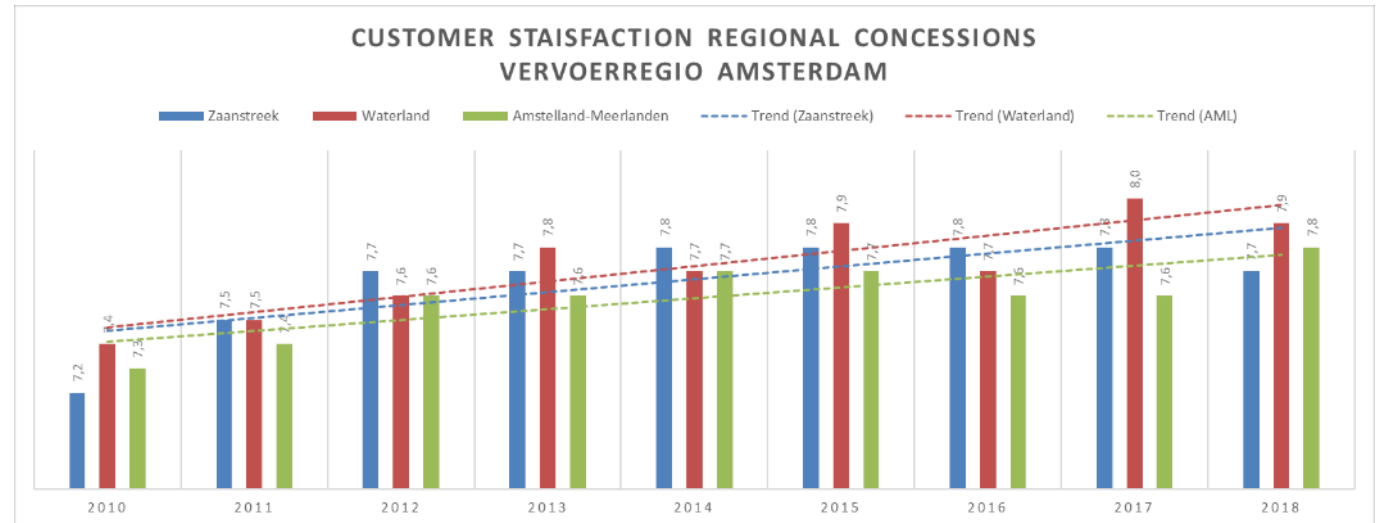
- Public transport supply and patronage have increased significantly
- Passenger revenues have increased and operational costs have reduced (increased efficiency)
- Quality has improved (see passenger satisfaction ratings, based on a yearly nationwide survey)

Customer satisfaction (nationally)



Figuur 2. Ontwikkeling algemeen klantoordeel sinds 2001

Customer satisfaction (tendered concessions)



Basis: Revenue-based Net Contract

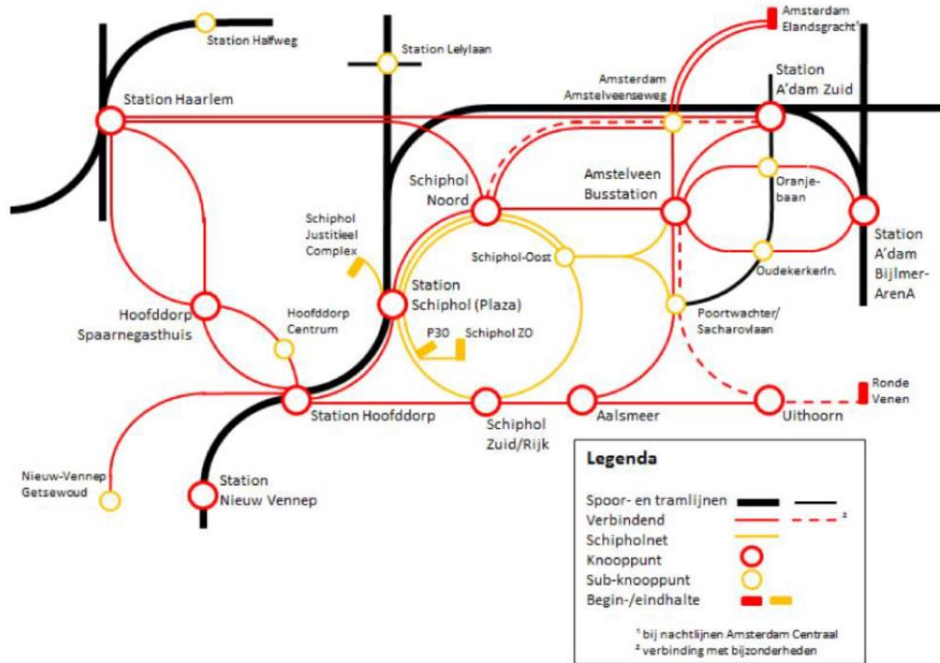
- Operator responsible for (minimizing) costs and (maximizing) revenues
- Yearly subsidy is meant to fill the gap between costs and revenues
- Fixed (maximum) yearly subsidy budget per concession

Super incentive aspects:

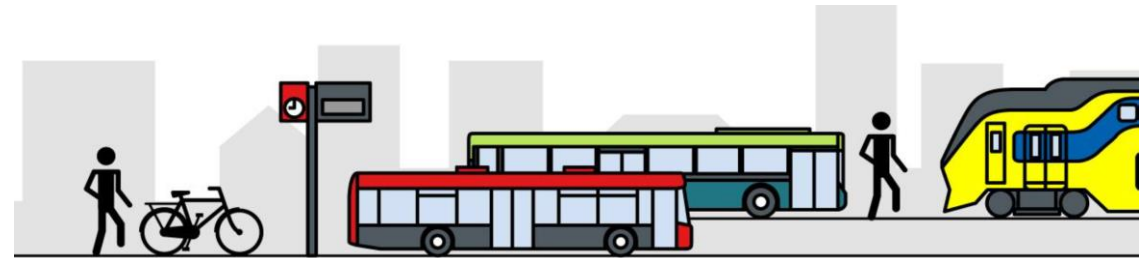
- PTO offers revenue growth during tender
 - Higher growth → bigger chance to win the tender
 - BUT: Offered growth determines yearly 'suppletion factor' during concession period
- Yearly subsidy is based on: [realised revenues] * [suppletion factor]
- Self-regulating contract:
 - Low performance, less passengers, less revenues, less subsidy (- / -)
 - High performance, more passengers, high revenues, high subsidy (+ / +)
- More responsibility/risk requires more operational freedom for PTO
 - lower minimum requirements, no detailed prescribing of lines/timetable

Goals/Award aspects (1)

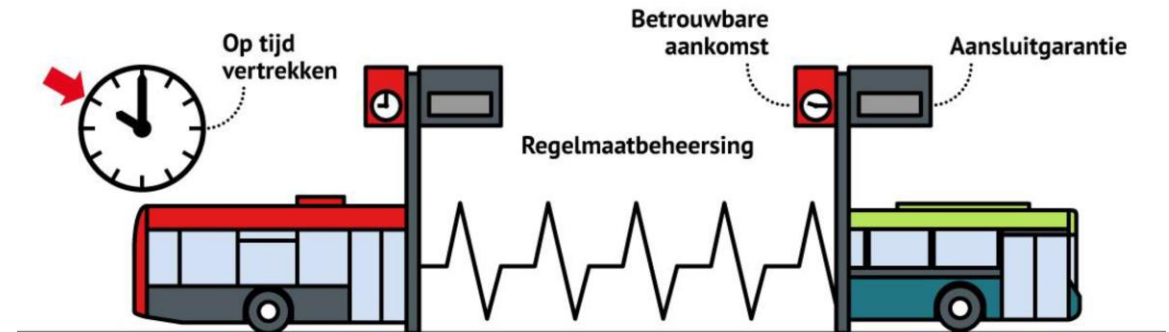
Prescribed connections



Operator as “Chain-director” & MAAS

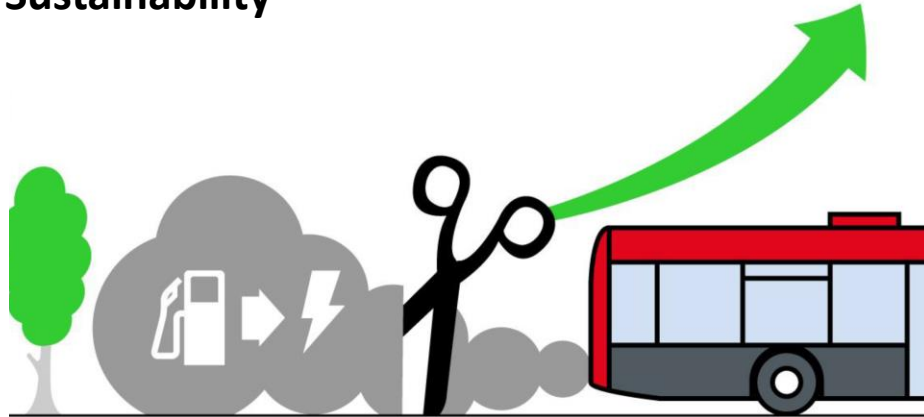


Operational quality

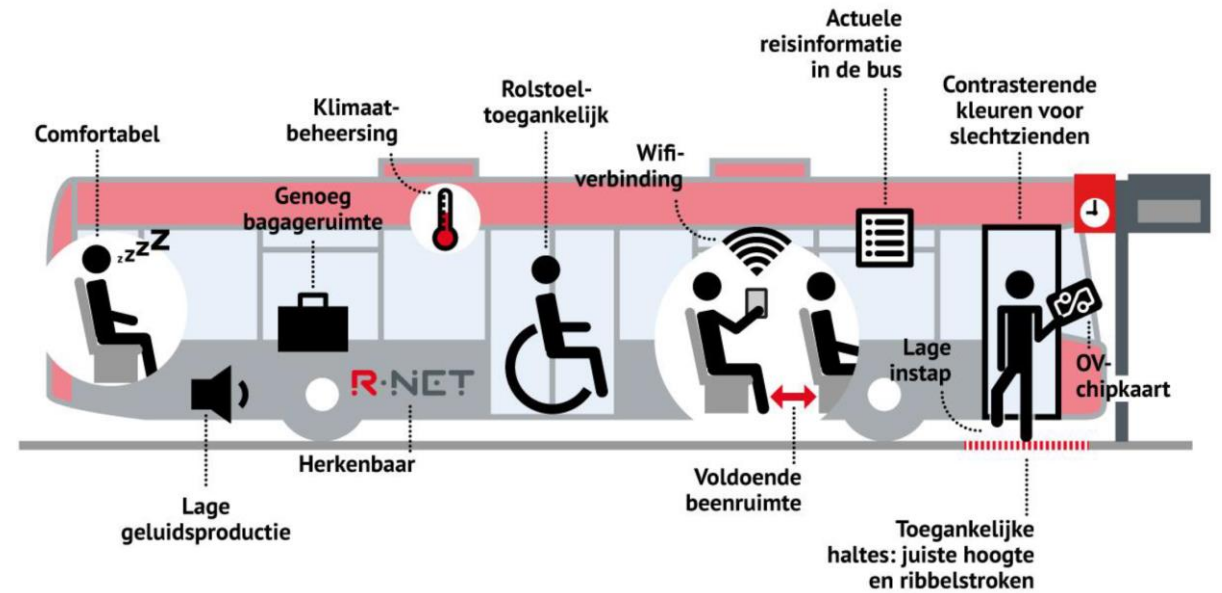


Sustainability

Transitiepad naar 2025



Vehicle quality / comfort



Travel information and Accessibility



Questions ?

Contact information

David Aulman, senior Projectmanager PT Contracting

Vervoerregio Amsterdam

Telephone: 0031-(0)20-5273729

E-mail: d.aulman@vervoerregio.nl